

RHFL/SE/44/2018-19

February 13, 2019

National Stock Exchange of India Limited,
Exchange Plaza,
Bandra Kurla Complex, Bandra (E)
Mumbai-400 051
NSE Symbol: REPCOHOME

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001
BSE Security Code: 535322

Kind Attn: Listing Department

Respected Sir,

Sub: Investor Presentation on financial results for the Quarter/nine months ended 31 December 2018

We submit herewith a copy of the presentation on the financial performance of the Company for the Quarter/nine months ended 31 December 2018.

This is submitted for your information and records.

Thanking You,

Yours Faithfully,



Company Secretary



Corporate Office : 3rd Floor, Alexander Square, New No : 2 (Old No. 34 & 35) Sardar Patel Road, Guindy, Chennai - 600 032.
Phone : 044 - 42106650 Fax : 044 - 42106651 E-mail : co@repcohome.com, www.repcohome.com
Registered Office : 'REPCO TOWER', No : 33, North Usman Road, T.Nagar, Chennai - 600 017. Phone : 044-28340715 / 4037 / 2845

REPCO HOME FINANCE LIMITED

(Promoted by REPCO BANK - Govt. of India Enterprise)



Earnings Presentation Q3FY19



www.repcohome.com

◆ Q3FY19 Performance

- ▶ Business summary.....
- ▶ Financial performance for Q3FY19
- ▶ Borrowing profile.....

◆ Geographic Presence

- ▶ Footprint.....
- ▶ Region-wise loan book.....

◆ Annexure

Q3FY19 Performance

Business Summary

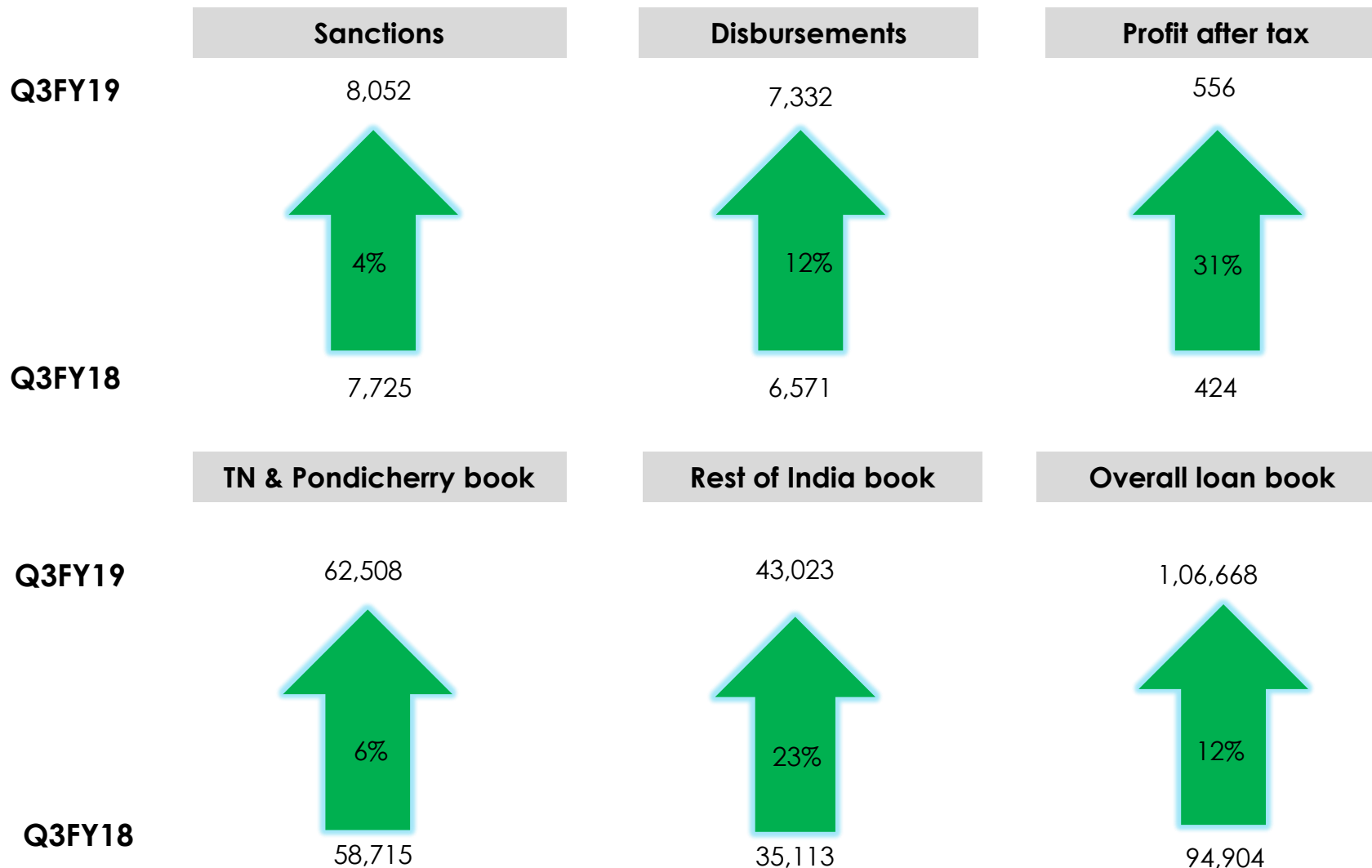
Repco Home Finance Limited

• Loans outstanding (Dec 31, 2019)	Rs. 1,06,668 mn
• Net worth (Dec 31, 2019)	Rs. 14,687 mn
• Tier 1 capital adequacy ratio	24.2% (Provisional)
• Average loan per unit	Rs. 1.4 mn
• Number of live accounts	89,212
• Current Employee Strength	925
• Gross NPA (%) (Dec 31, 2019)	3.9%
• Expected credit loss (%) (Dec 31, 2019)	0.8%

Q3FY19 performance

Repco Home Finance Limited

Figures in Rs million



9MFY19 performance

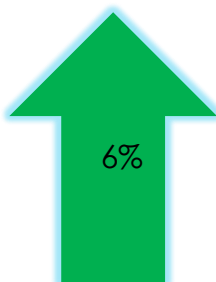
Repco Home Finance Limited

Figures in Rs million

Operating Income

9MFY19

8,815

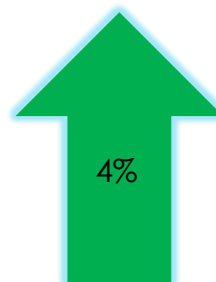


9MFY18

8,324

Net Interest Income

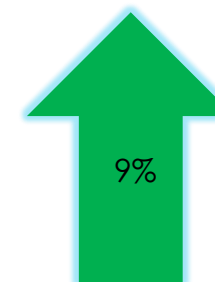
3,410



3,285

Profit after Tax

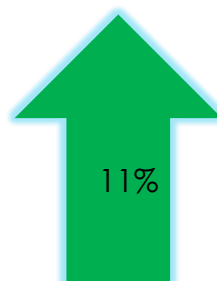
1,831



1,684

Sanctions

23,972



21,567

Disbursements

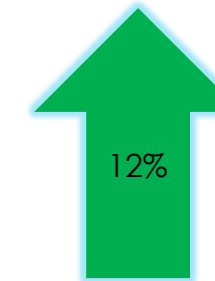
22,137



19,579

Loan book

1,06,668



94,904

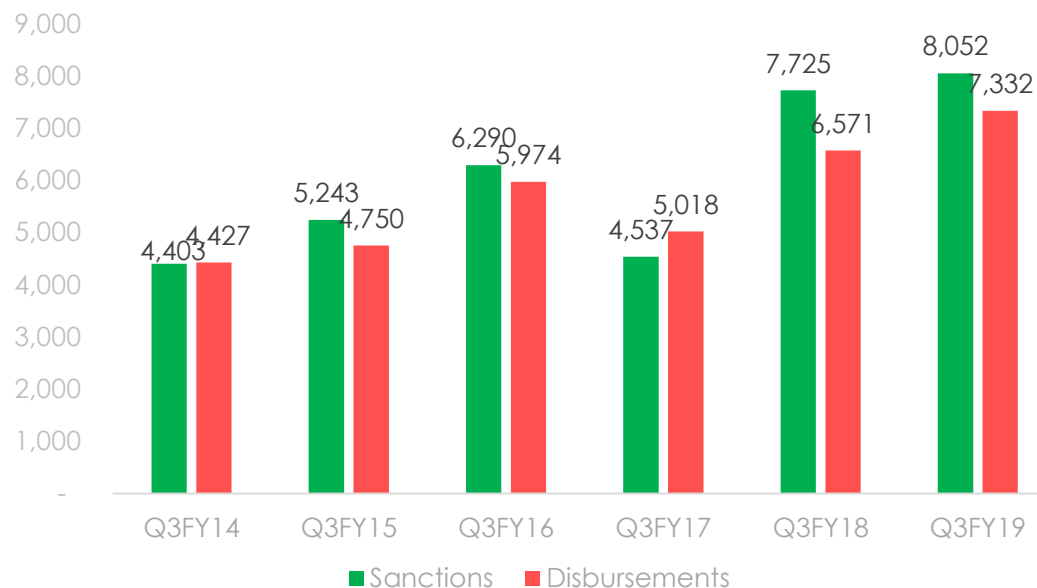
9MFY19

9MFY18

Trends in sanctions and disbursements

Repco Home Finance Limited

Figures in Rs million



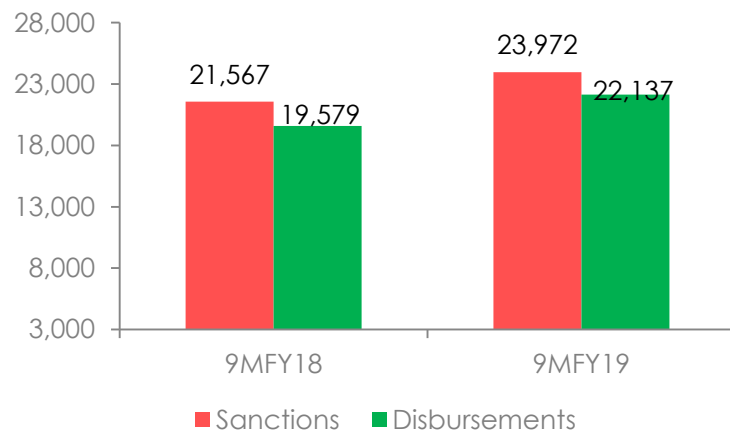
Business performance strong even amid sticky State specific factors and pervasive liquidity crisis.

Asset book

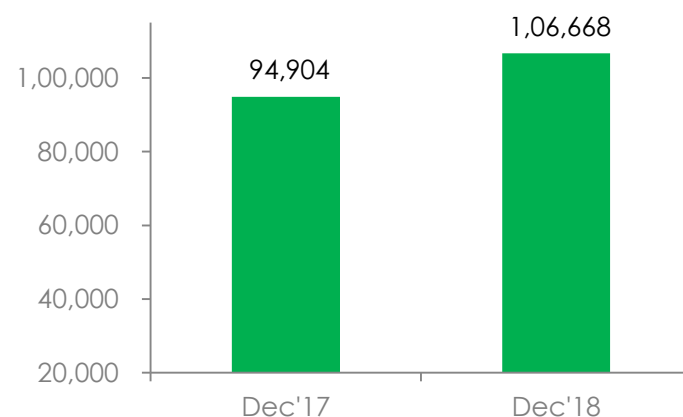
Repco Home Finance Limited

Figures in Rs million

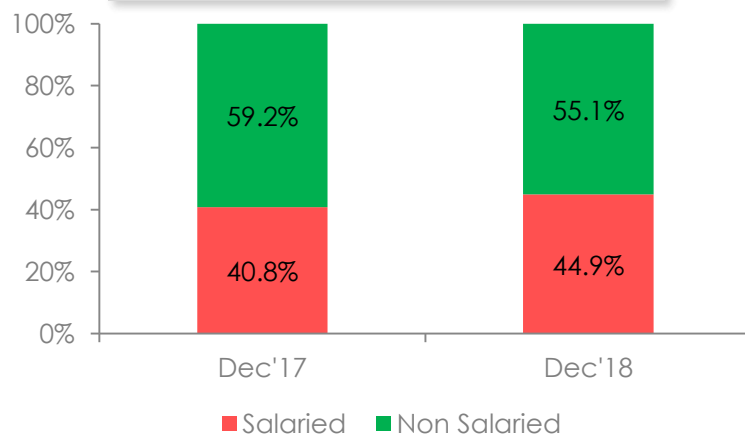
Sanctions and disbursements



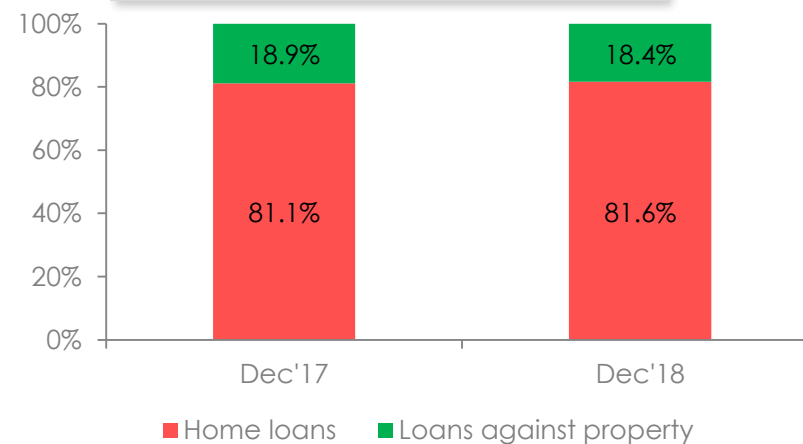
Loan Book



Loan book composition



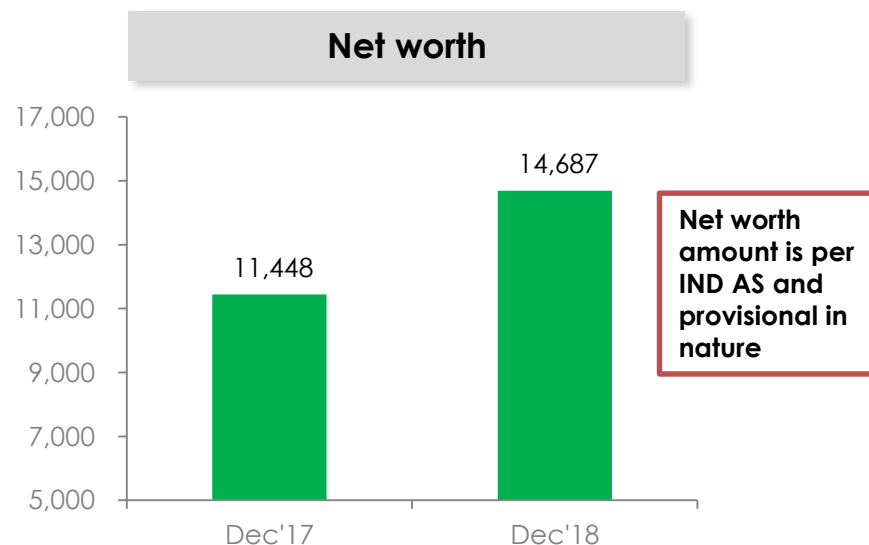
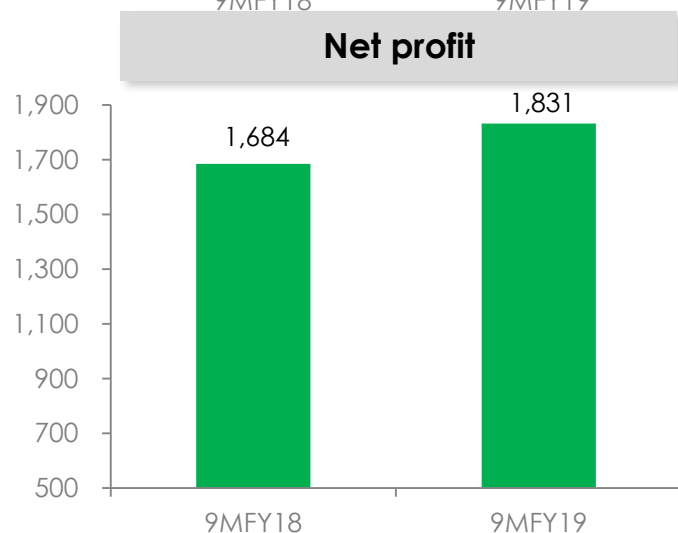
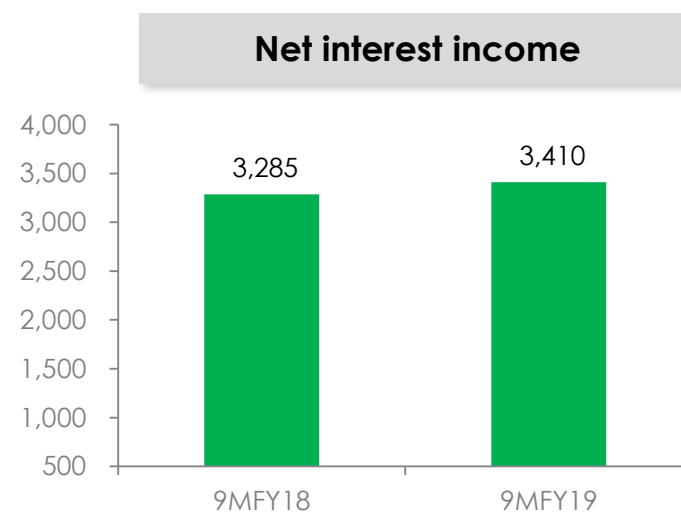
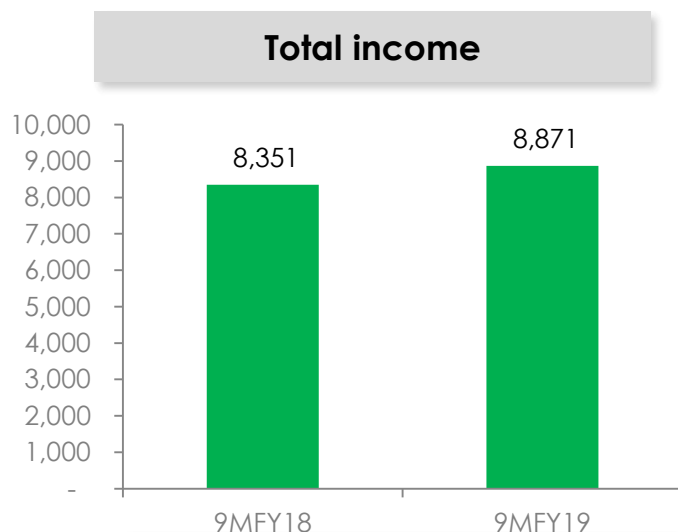
Mix of loan portfolio



Income and earnings growth

Repco Home Finance Limited

Figures in Rs million

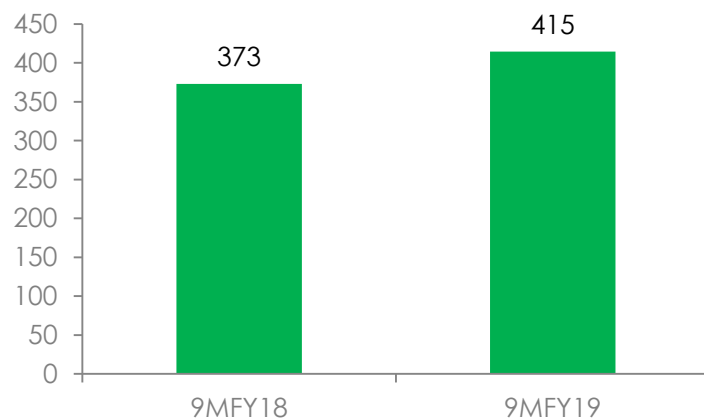


Operating cost

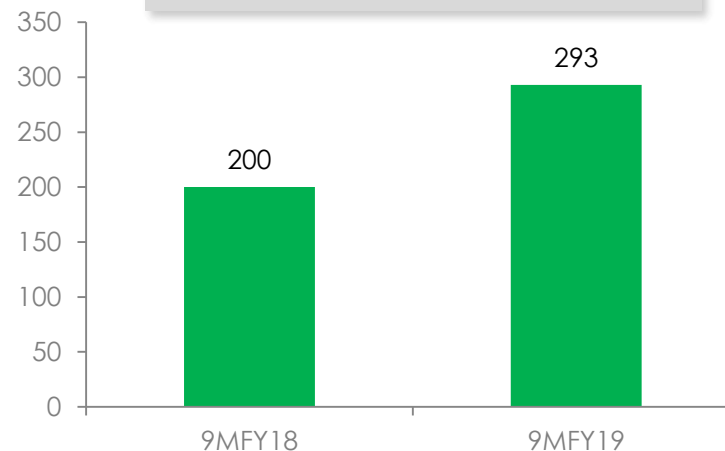
Repco Home Finance Limited

Figures in Rs million

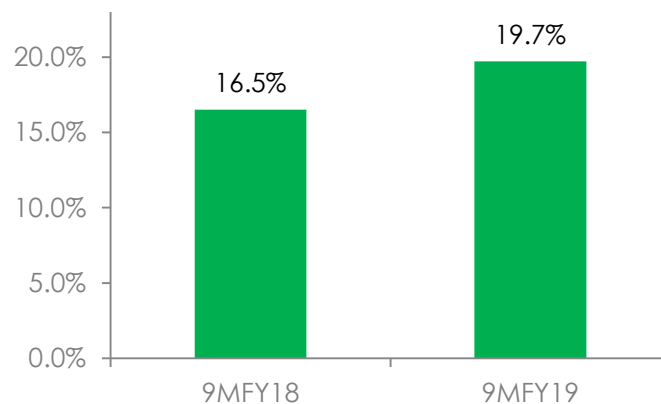
Employee cost



Other opex



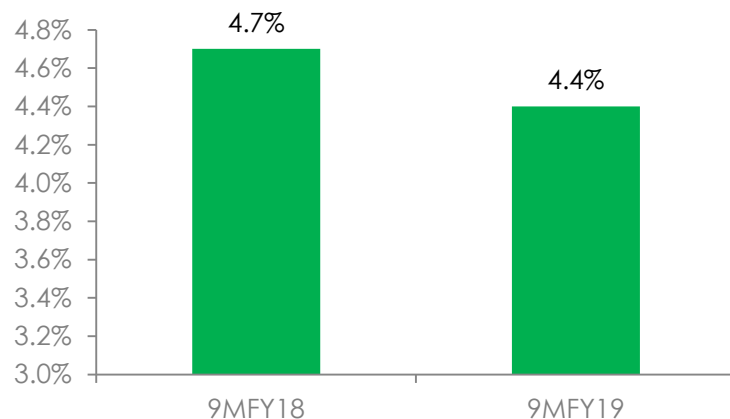
Cost to income ratio



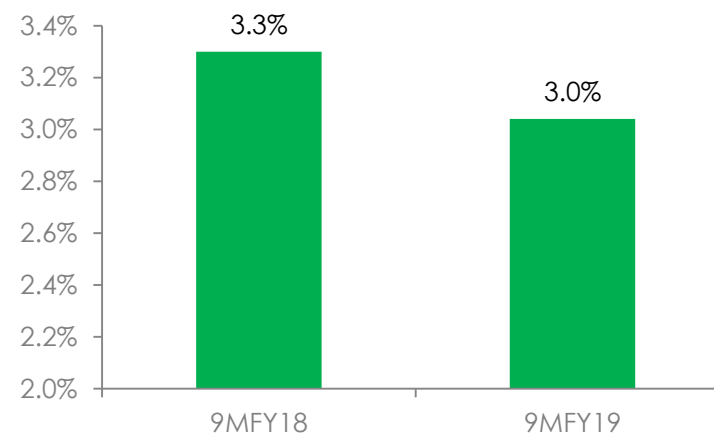
Profitability ratios

Repco Home Finance Limited

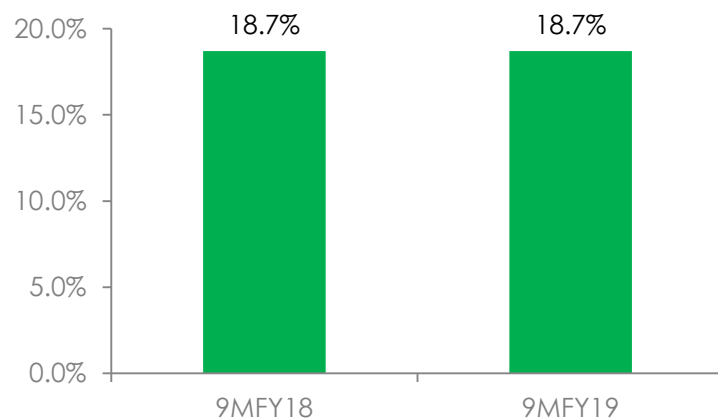
Net interest margin



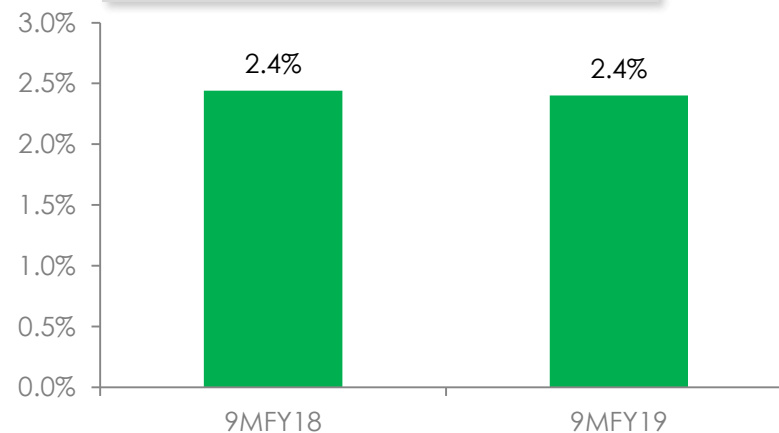
Spread



Return on equity



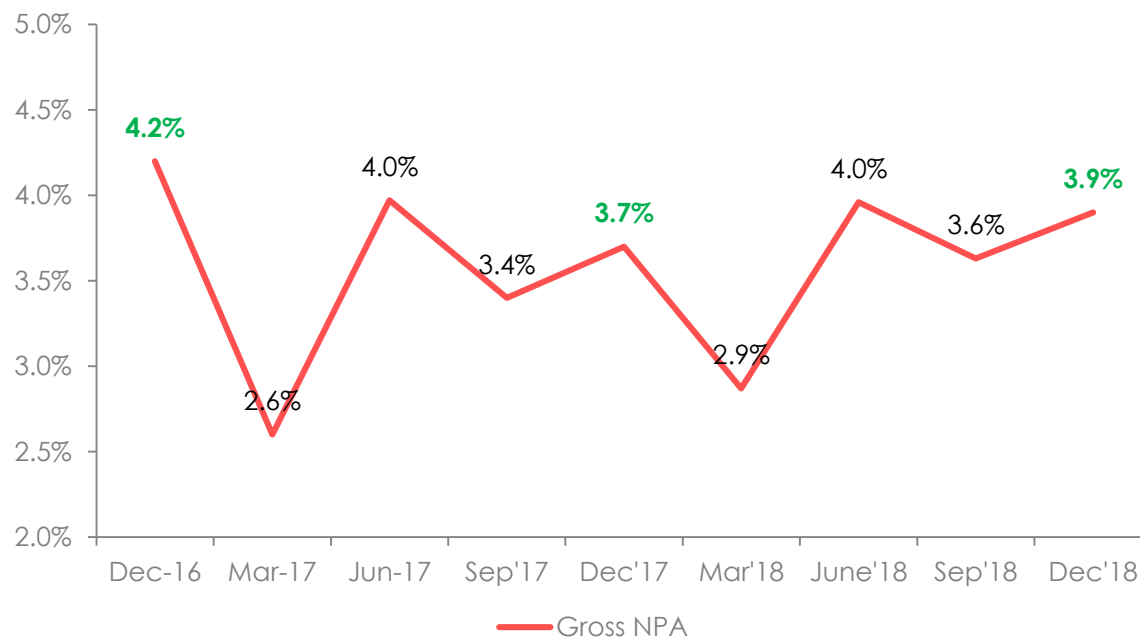
Return on assets



Asset quality

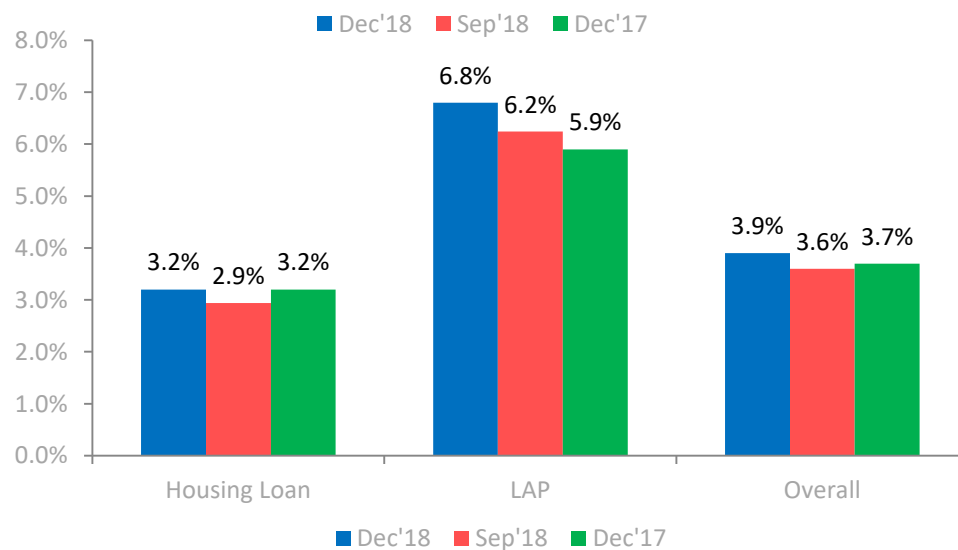
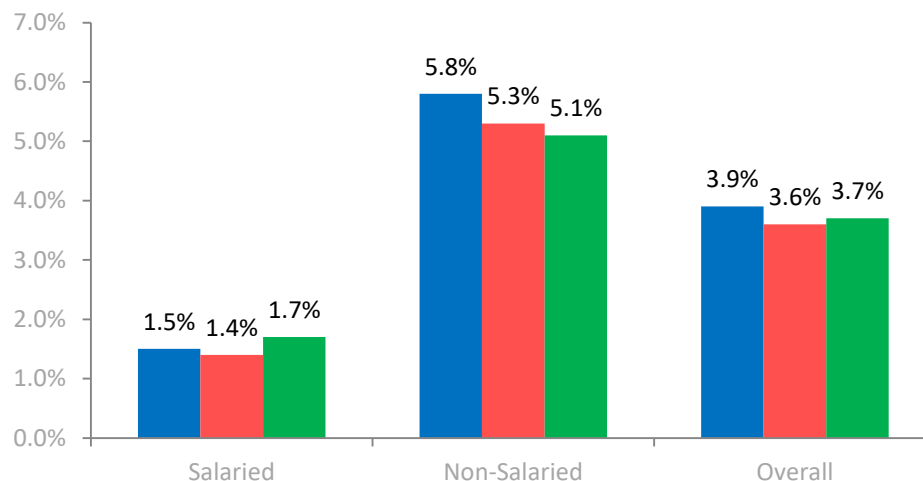
Repco Home Finance Limited

90+ dpd(%)



Mix/Product-wise GNPA (%)

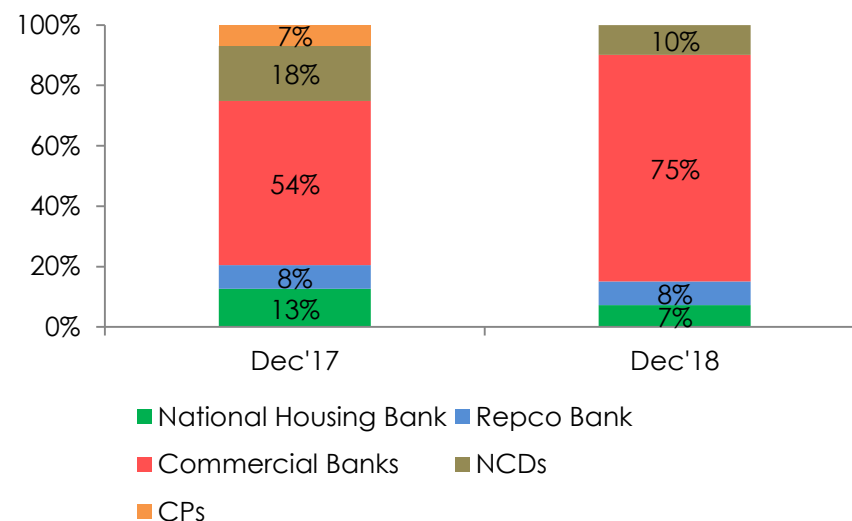
Repco Home Finance Limited



Diversified borrowing profile

Repco Home Finance Limited

Source (Rs mn)	Average cost*	Dec'17	Dec'18	% change
National Housing Bank	7.5%	9,979	6,471	-35%
Repco Bank	8.2%	6,199	7,015	13%
Commercial Banks	8.6%	42,903	66,906	56%
NCDs	8.3%	14,370	8,870	-38%
CPs	N.A	5,500	0	-100%
Total	8.5%	78,952	89,261	13%



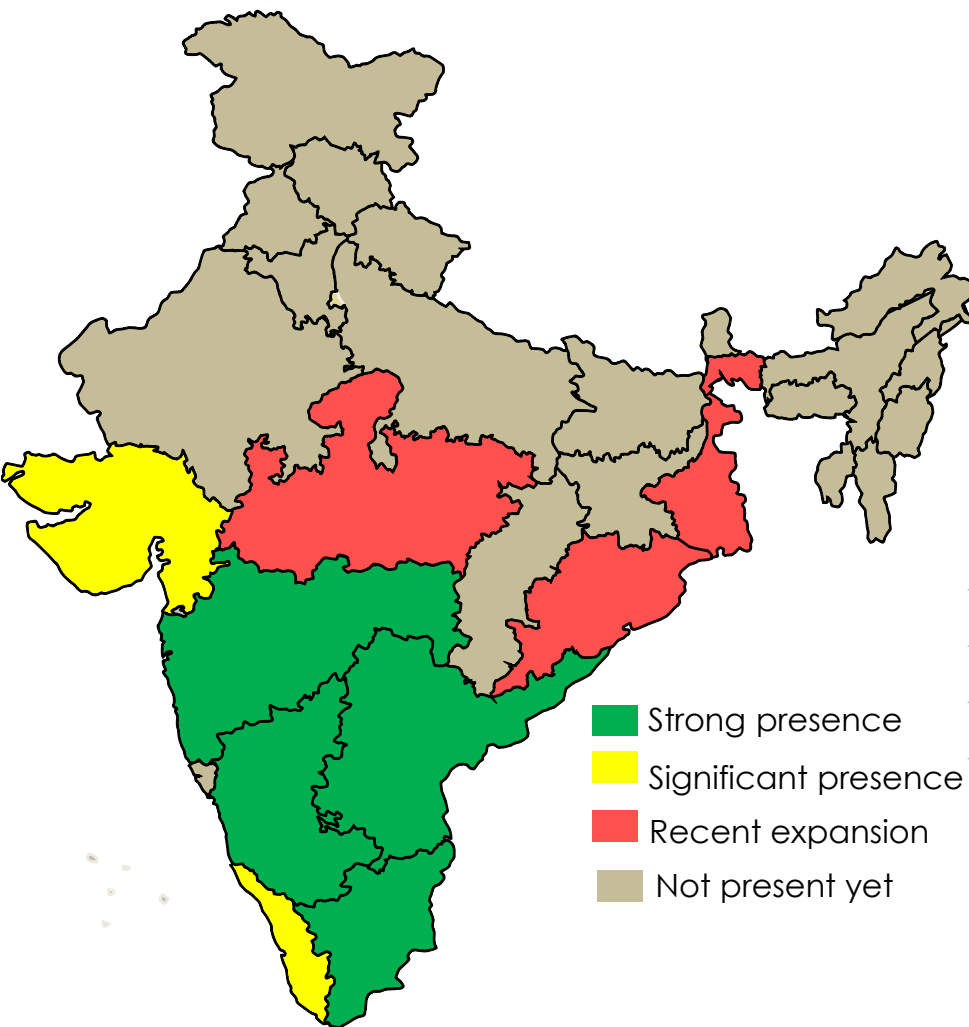
Note –

1. The company has executed necessary documents with NHB earlier this month pertaining to the refinance line of Rs. 5,000 mn sanctioned by the latter during Q2FY19 and should be in a position to make a drawdown on the aforementioned line in Q4FY19.

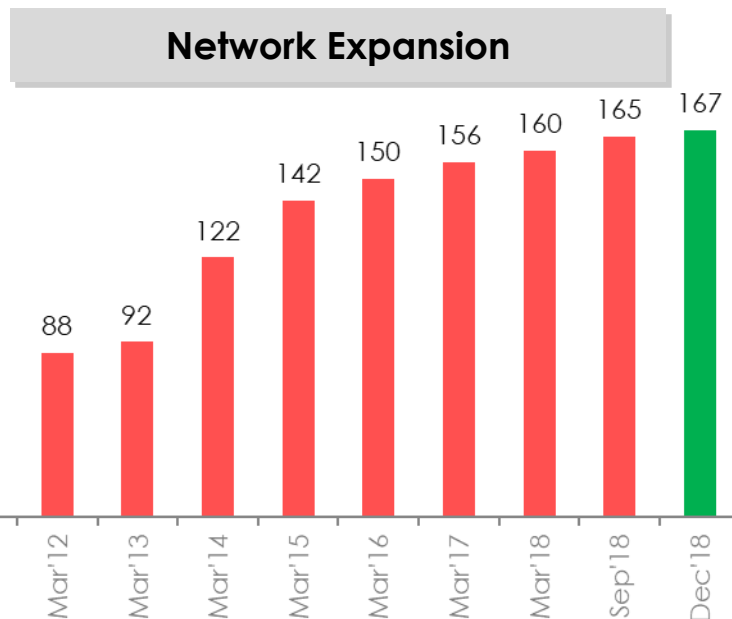
2. *Weighted average cost as at the BS date.

Geographic Presence

Footprint

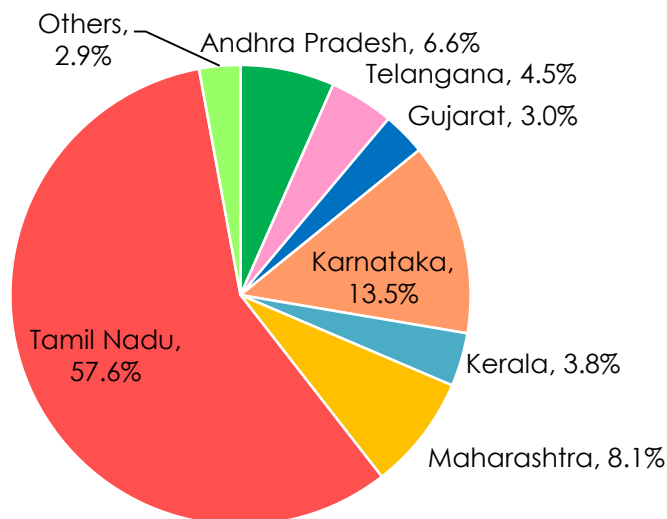


- ◆ Presence in 11 states and 1 Union Territory with 143 branches and 24 satellite centers.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat and Madhya Pradesh.



Region-wise loan book

Repco Home Finance Limited



Annualized

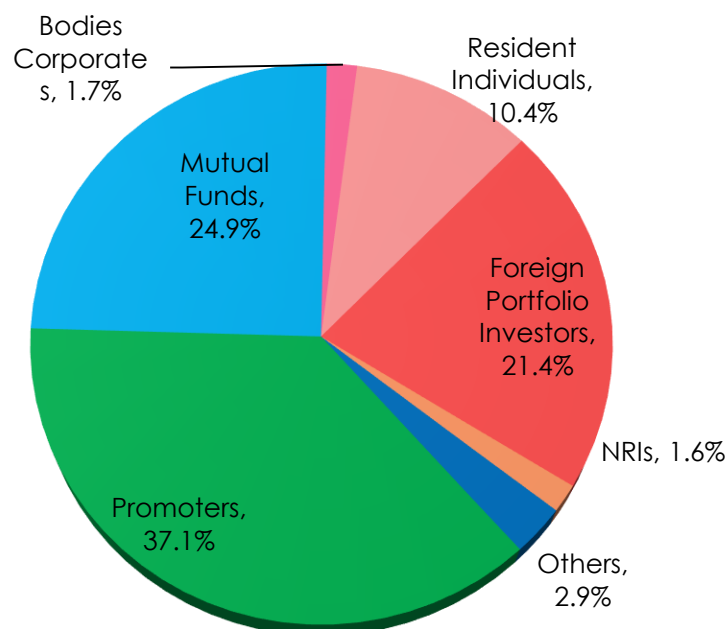
States	Exposure			YoY growth	QoQ growth
	Dec'18	Sep'18	Dec'17		
Andhra Pradesh	6.6%	6.7%	6.8%	9%	4%
Telangana	4.5%	4.4%	4.0%	27%	22%
Gujarat	3.0%	2.8%	2.4%	45%	42%
Karnataka	13.5%	13.3%	12.2%	24%	17%
Kerala	3.8%	3.8%	3.9%	7%	3%
Maharashtra	8.1%	7.8%	7.2%	25%	23%
Tamil Nadu	57.6%	58.4%	60.7%	6%	5%
Others	2.9%	2.6%	2.6%	24%	58%
Total	100%	100%	100%	12%	11%

Annexure

Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.56 mn



Major non-promoter shareholders

	% shareholding
Aditya Birla Mutual Fund	7.1%
Franklin Templeton Mutual Fund	6.8%
India Capital Fund Limited	5.5%
DSP Mutual Fund	5.0%
HDFC Mutual Fund	4.2%
Apax Global Fund	2.1%
Alliance Bernstein Holding	3.1%
DSP Core Fund	1.1%

Profit and loss statement

Figures in Rs million

Particulars	Q3FY19	Q3FY18	YoY (%)	Q2FY19	QOQ (%)	9MFY19	9MFY18	YoY (%)
<u>Income:</u>								
Revenue from operations	3,037	2,743	11%	2,909	4%	8,815	8,324	6%
Other income	2	3	-39%	51	-97%	56	26	111%
Total Income	3,039	2,746	11%	2,960	3%	8,871	8,351	6%
<u>Expenses:</u>								
Interest and other financial charges	1,848	1,621	14%	1,755	5%	5,286	4,877	8%
Employee benefit expense	147	138	7%	138	7%	415	373	11%
Depreciation and amortization expense	12	7	63%	15	-17%	37	23	61%
Other expenses	94	72	29%	83	12%	256	177	44%
Provisions & write-offs	182	265	-31%	-35	-627%	194	345	-44%
Total Expenses	2,282	2,103	9%	1,956	17%	6,187	5,795	7%
Profit before tax	757	642	18%	1,004	-25%	2,684	2,556	5%
<u>Tax expense:</u>								
Current tax	247	261	-5%	268	-8%	789	774	2%
Deferred Tax	-46	-43	9%	70	-166%	63	98	-35%
Net Profit/(Loss)	556	424	31%	666	-16%	1,831	1,684	9%
Other Comprehensive Income	2	-1	-381%	4	-52%	5	2	206%
Total Comprehensive Income	558	423	32%	670	-17%	1,836	1,686	9%

Relative performance – Q3FY19

Repco Home Finance Limited

Particulars	Units	Q3FY18	Q3FY19
Sanctions	Rs. Mn	7,725	8,052
Disbursements	Rs. Mn	6,571	7,332
Net interest income	Rs. Mn	1,115	1,065
PAT	Rs. Mn	424	556
NIM	%	4.5	4.4
Yield on assets	%	11.4	11.4
Cost of funds	%	8.3	8.4
Spread	%	3.2	3.0
Return on assets	%	1.8	2.1
Return on equity	%	13.9	15.4

Relative performance – 9MFY19

Repco Home Finance Limited

Particulars	Units	9MFY18	9MFY19
Sanctions	Rs. Mn	21,567	23,972
Disbursements	Rs. Mn	19,579	22,137
Net interest income	Rs. Mn	3,285	3,410
PAT	Rs. Mn	1,684	1,831
NIM	%	4.7	4.4
Yield on assets	%	11.8	11.3
Cost of funds	%	8.5	8.3
Spread	%	3.3	3.0
Return on assets	%	2.4	2.4
Return on equity	%	18.7	18.7

For any Investor Relations queries, please contact:

Bala S , Investor Relations
Repco Home Finance Limited

Phone: +91 44 42106650

Email: bala@repcohome.com

Safe Harbor:

This presentation may have certain statements that may be “forward looking” including those relating to general business plans and strategy of Repco Home Finance Ltd., (RHFL), its future outlook and growth prospects. The actual results may differ materially from these forward looking statements due to a number of risks and uncertainties which could include future changes or developments in RHFL, the competitive environment, the company’s ability to implement its strategies and initiatives, respond to technological changes as well as sociopolitical, economic and regulatory conditions in India.

All financial data in this presentation is obtained from the audited financial statements and the various ratios are calculated based on these data. This presentation does not constitute a prospectus, offering circular or offering memorandum or an offer, invitation or a solicitation of any offer, to purchase or sell, any shares of RHFL and should not be considered or construed in any manner whatsoever as a recommendation that any person should subscribe for or purchase any of RHFL’s shares. None of the projection, expectations, estimates or prospects in this presentation should be construed as a forecast implying any indicative assurance or guarantee of future performance, nor that the assumptions on which such future projects, expectations, estimates or prospects have been prepared are complete or comprehensive .

This presentation is for information purposes only. This document and its contents should not forwarded or delivered or transmitted in any manner to any person other than its intended recipients, and should not be reproduced in any manner whatsoever. The recipients further represents and warrants that : (i) It is lawfully able to receive this presentation under the laws of the jurisdiction in which it is located, and / or any other applicable laws, (ii) It is not a U.S. person, (iii) This presentation is furnished to it, and has been received, outside of the United States, and (iv) It will not reproduce, publish, disclose, redistribute or transmit this presentation, directly or indirectly, into the United States or to any U.S. person either within or outside of recipient’s organisation.